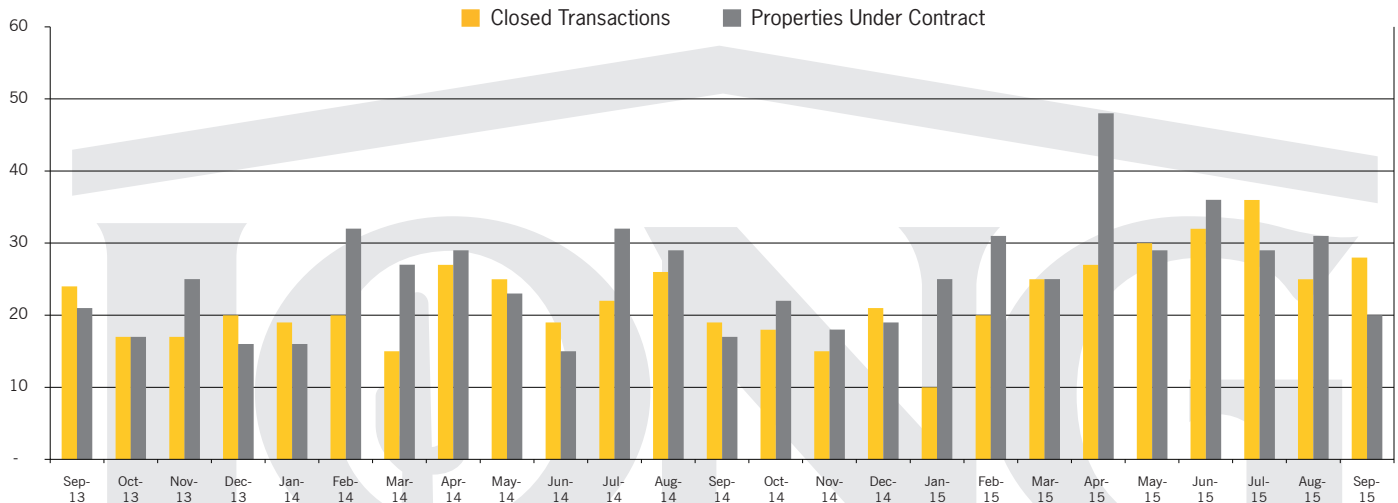




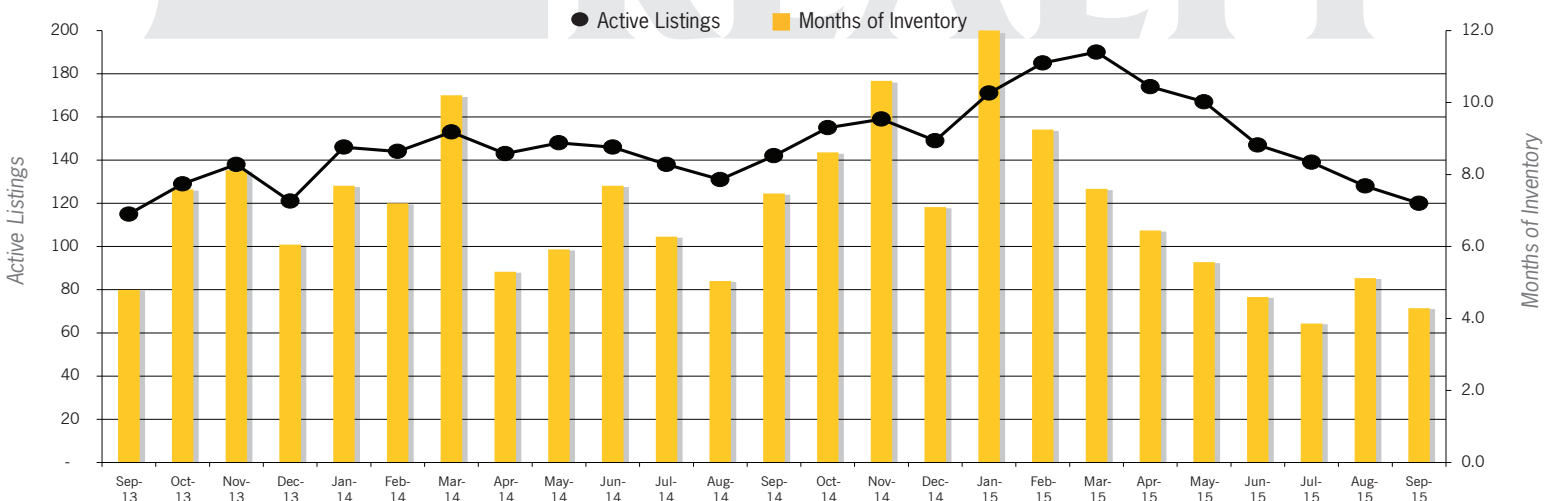
Rancho Vistoso | October 2015

In the Rancho Vistoso area, September 2015 active inventory was 120, a 15% decrease from September 2014. There were 28 closings in September 2015, a 47% increase from September 2014. Year-to-date 2015 there were 240 closings, a 19% increase from year-to-date 2014. Months of Inventory was 4.3, down from 7.5 in September 2014. Median price of sold homes was \$230,500 for the month of September 2015, down 7% from September 2014. The Rancho Vistoso area had 20 new properties under contract in September 2015, up 18% from September 2014.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT – RANCHO VISTOSO



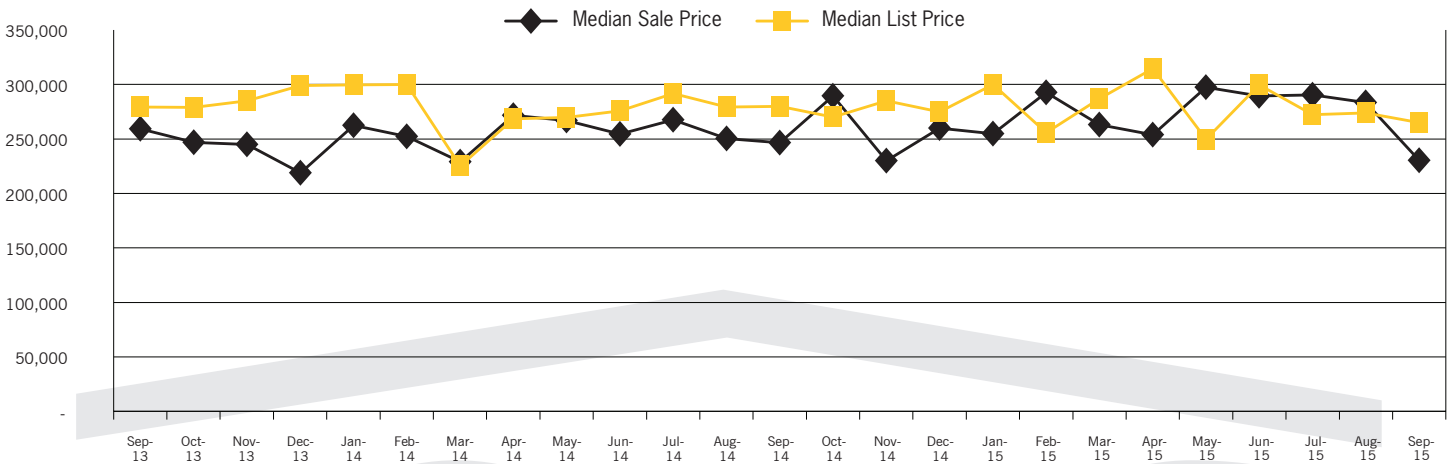
ACTIVE LISTINGS AND MONTHS OF INVENTORY – RANCHO VISTOSO



Properties under contract and Home Sales data is based on information obtained from the TARMLS using Brokermetrics software.
All data obtained 10/05/2015 is believed to be reliable, but not guaranteed.



MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE – RANCHO VISTOSO



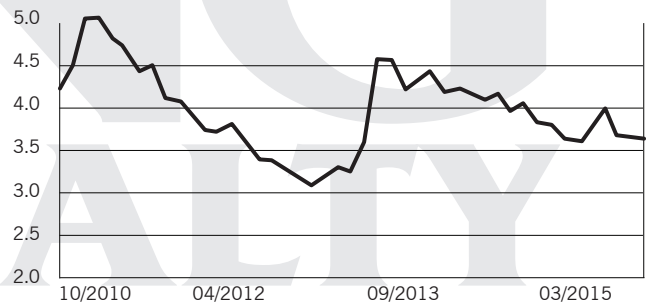
MONTHLY PAYMENT ON A MEDIAN PRICED HOME – RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2014	\$246,616	4.125%	\$1,135.46
2015	\$230,500	4.000%	\$1,045.42

Source: Residential median sales prices. Data obtained 10/05/2015 from TARMLS using Brokermetrics software. Monthly payments based on a 5% down payment on a median priced home. All data obtained is believed to be reliable, but not guaranteed.

30 YEAR FIXED MORTGAGE RATE

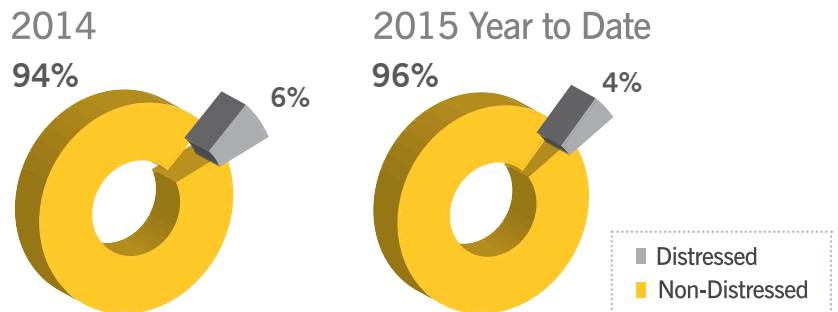
While mortgage rates have increased slightly recently, they are still well below 2010 levels.



Source: Bankrate.com

DISTRESSED VS. NON-DISTRESSED SALES – RANCHO VISTOSO

The percentage of property sales that are distressed, meaning bank owned or short sales, for the current year as compared to the same time period last year. A lower percentage of distressed sales can lead to improving market conditions.





MARKET CONDITIONS BY PRICE BAND – RANCHO VISTOSO

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	3	0	1	0	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	4	1	2	2	1	4	0	n/a	2.8	Seller
\$175,000 - 199,999	11	1	1	3	1	3	5	2.2	4.2	Slightly Seller
\$200,000 - 224,999	13	6	2	4	3	2	5	2.6	4.0	Seller
\$225,000 - 249,999	19	5	2	6	7	1	8	2.4	3.8	Seller
\$250,000 - 274,999	10	3	3	1	4	1	3	3.3	2.9	Seller
\$275,000 - 299,999	11	3	5	3	4	3	1	11.0	5.6	Balanced
\$300,000 - 349,999	11	2	3	8	5	5	1	11.0	3.3	Seller
\$350,000 - 399,999	8	1	3	2	6	2	0	n/a	3.0	Seller
\$400,000 - 499,999	9	0	3	0	1	1	3	3.0	6.0	Balanced
\$500,000 - 599,999	2	1	1	2	0	0	1	2.0	10.0	Buyer
\$600,000 - 699,999	3	2	2	1	0	0	0	n/a	n/a	n/a
\$700,000 - 799,999	1	0	1	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	1	0	1	0	1	2	0	n/a	1.0	Seller
\$900,000 - 999,999	4	1	1	0	1	0	0	n/a	15.0	Buyer
\$1,000,000 - and over	10	1	0	1	2	1	1	10.0	7.8	Slightly Buyer
TOTAL	120	27	31	33	36	25	28	4.3	4.3	Slightly Seller





The Housing Report



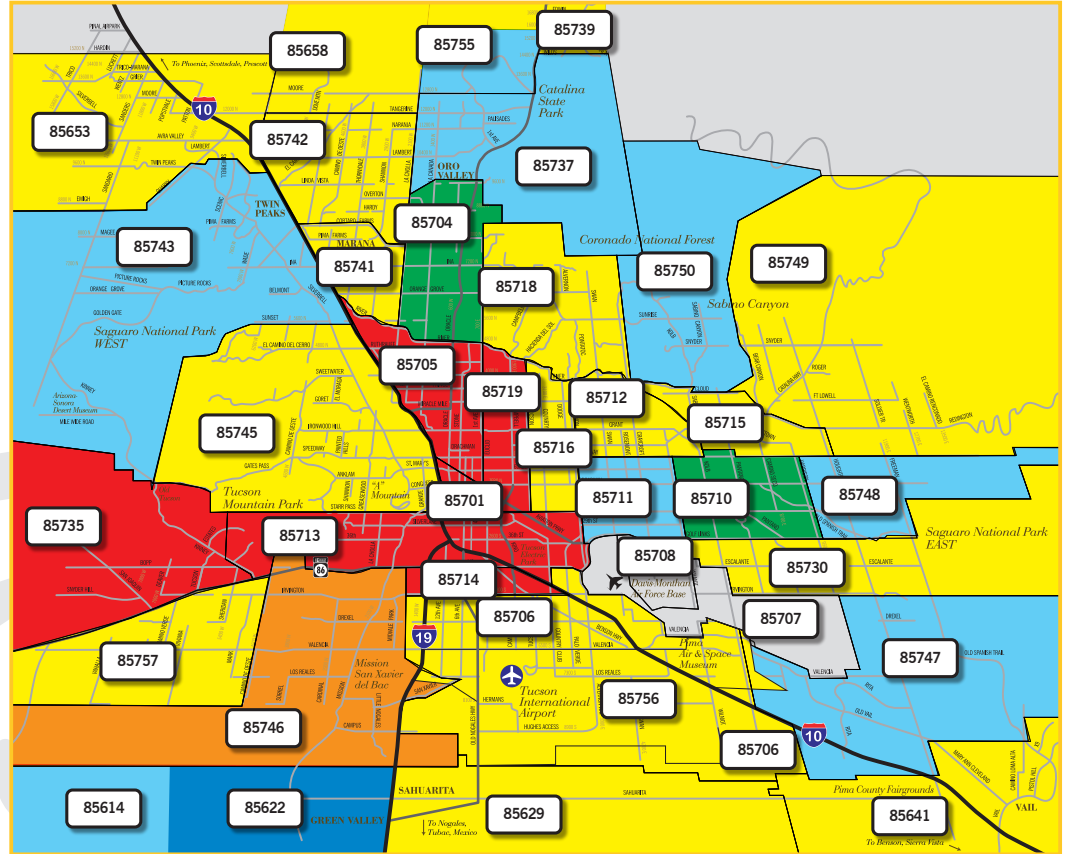
Stephen Woodall | (520) 818-4504
 Stephen@TeamWoodall.com | TeamWoodall.com

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CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUL 2014-SEP 2014 TO JUL 2015-SEP 2015

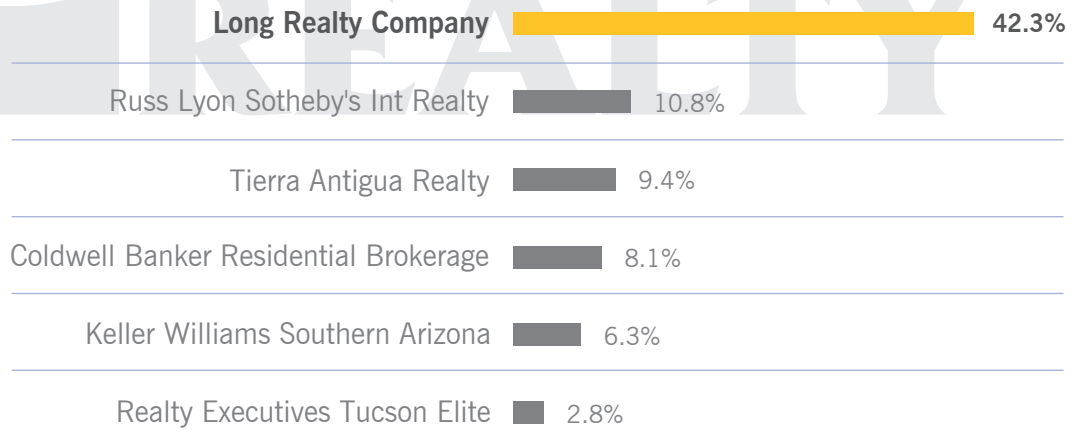
This heat map represents the percentage of change in Tucson metro median sales prices from July 2014-September 2014 to July 2015-September 2015 by zip code.



MARKET SHARE – RANCHO VISTOSO

Long Realty leads the market in successful real estate sales.

Data Obtained 10/05/2015 from TARMLS using BrokerMetrics software for all closed residential sales volume between 10/01/2014 – 09/30/2015 rounded to the nearest tenth of one percent and deemed to be correct.



The Rancho Vistoso Housing Report is comprised of data for residential properties in the community of Rancho Vistoso in Oro Valley. Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range. Please feel free to contact me for a more in-depth analysis.

These statistics are based on information obtained from the TARMLS and GVARMLS on 10/05/2015. Information is believed to be reliable, but not guaranteed.